

ORDER NO. 2454

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Before Commissioners:

Robert G. Taub, Acting Chairman;  
Tony Hammond, Vice Chairman;  
Mark Acton;  
Ruth Y. Goldway; and  
Nanci E. Langley

Competitive Product Prices  
Global Reseller Expedited Package Contracts 1  
(MC2010-21)  
Negotiated Service Agreement

Docket No. CP2015-59

ORDER APPROVING ADDITIONAL GLOBAL RESELLER EXPEDITED PACKAGE  
CONTRACTS 1 NEGOTIATED SERVICE AGREEMENT

(Issued April 22, 2015)

I. INTRODUCTION

The Postal Service seeks to include an additional Global Reseller Expedited Package Contracts 1 (GREP 1) agreement (Agreement) within the GREP 1 product.<sup>1</sup> For the reasons discussed below, the Commission approves the Postal Service's request.

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<sup>1</sup> Notice of United States Postal Service of Filing a Functionally Equivalent Global Reseller Expedited Package 1 Negotiated Service Agreement and Application for Non-Public Treatment of Materials Filed Under Seal, April 13, 2015 (Notice).

## II. BACKGROUND

Agreements included within the GREP 1 product offer discounted prices for Priority Mail Express International and Priority Mail International to U.S.-based consolidators, freight forwarders, and large shipping companies. These companies in turn serve as resellers that market shipping services at discounted prices to their customers, especially small- and medium-size businesses.

On April 13, 2015, in accordance with 39 C.F.R. § 3015.5, the Postal Service filed its Notice, along with supporting documents. In the Notice, the Postal Service asserts that the Agreement is functionally equivalent to the baseline agreement for the GREP 1 product and requests that the Agreement be added to the existing GREP 1 product. Notice at 3, 7. Among the supporting documents, the Postal Service included a copy of the Governors' Decision authorizing the GREP 1 product, the Agreement proposed to be added to the product, a certification of compliance with 39 U.S.C. § 3633(a), and financial workpapers. In addition, the Postal Service submitted an application for non-public treatment of materials requesting that unredacted portions of the Agreement, customer-identifying information, and related financial information remain under seal. *Id.* Attachment 4.

The Agreement is intended to take effect 30 days after the Commission approves the request. *Id.* Attachment 1 at 2. It is set to expire one year from the effective date or the last day of the month that falls one year from the effective date, whichever is later. *Id.*

In Order No. 2442, the Commission provided public notice of the Postal Service's filing; established the instant docket for consideration of the filing's consistency with applicable statutory policies and Commission regulations; appointed a Public Representative; and provided an opportunity to comment.<sup>2</sup>

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<sup>2</sup> Notice and Order Concerning Additional Global Reseller Expedited Package Contracts 1 Negotiated Service Agreement, April 15, 2015 (Order No. 2442).

### III. COMMENTS

The Public Representative filed comments on April 21, 2015.<sup>3</sup> No other comments were received.

Based upon a review of the Postal Service's filing, including the information filed under seal with the Commission, the Public Representative concludes that the Agreement is functionally equivalent to the baseline agreement. PR Comments at 2. He asserts that the negotiated prices should generate sufficient revenues to cover costs and meet the requirements of 39 U.S.C. § 3633. *Id.*

### IV. COMMISSION ANALYSIS

The Commission's responsibilities in this case are to ensure that the Agreement: (1) is functionally equivalent to the baseline agreement established for the GREP 1 product; and (2) satisfies the requirements of 39 U.S.C. § 3633 and applicable Commission rules (39 C.F.R. §§ 3015.5 and 3015.7).

*Functional equivalence.* In Order No. 445, the Commission approved the addition of GREP 1 product to the competitive product list and designated an agreement as the baseline agreement for assessing the functional equivalence of agreements proposed for inclusion within the GREP 1 product.<sup>4</sup>

The Postal Service asserts that its filing demonstrates that the Agreement is functionally equivalent to the baseline agreement, and requests that the Agreement be included within the GREP 1 product. Notice at 7. It asserts that the Agreement fits within the draft Mail Classification Schedule language for the GREP 1 product. *Id.* at 4. The Postal Service also asserts that the Agreement and the baseline agreement possess similar cost and market characteristics and the same functional terms, but states that prices may differ. *Id.* The Postal Service identifies numerous differences

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<sup>3</sup> Public Representative Comments on Postal Service Notice of Filing an Additional Global Reseller Expedited Package 1 Negotiated Service Agreement, April 21, 2015 (PR Comments).

<sup>4</sup> See Docket Nos. MC2010-21 and CP2010-36, Order Concerning Global Reseller Expedited Package Contracts Negotiated Service Agreement, April 22, 2010, at 8-10 (Order No. 445).

between the Agreement and the baseline agreement, but asserts that these differences do not affect the fundamental service being offered or the fundamental structure of the Agreement.<sup>5</sup>

The Commission has reviewed the Postal Service's reasons for asserting that the Agreement shares similar cost and market characteristics with the baseline agreement; meets the pricing formula and falls within the classification established in the Governors' Decision authorizing this product; and comports with 39 U.S.C. § 3633 and applicable Commission rules. It also has considered the Public Representative's comments. The Commission concludes that the Agreement is substantially similar to the baseline agreement and that the differences between them do not fundamentally alter either the service the Postal Service will provide under the Agreement or the structure of the Agreement. The Commission therefore finds that the Agreement may be included within the GREP 1 product.

*Cost considerations.* The Commission reviews each competitive product to ensure that it covers its attributable costs, does not cause market dominant products to subsidize competitive products as a whole, and contributes to the Postal Service's institutional costs. 39 U.S.C. § 3633(a); 39 C.F.R. §§ 3015.5 and 3015.7. As long as the revenue generated by a product exceeds its attributable costs, the product is unlikely to reduce the contribution of competitive products as a whole or to adversely affect the ability of competitive products as a whole to contribute an appropriate share of institutional costs. In other words, a product that covers its attributable costs is likely to comply with 39 U.S.C. § 3633(a).

The Commission has reviewed the Postal Service's filing, including supporting financial analyses provided under seal, and the Public Representative's comments. Based on this review, the Commission finds that the Agreement should cover its attributable costs. The addition of the Agreement to the GREP 1 product will not cause cost coverage for the product to fall below 100 percent because, as the Commission

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<sup>5</sup> Differences include, among others, revisions to existing articles, the renumbering of several articles, and the inclusion of new articles. *Id.* at 5-7.

found in the FY 2014 Annual Compliance Determination (ACD), the product as a whole covers its attributable costs.<sup>6</sup> Consequently, the Commission finds that the addition of the Agreement to the GREP 1 product should allow the product to continue to comply with 39 U.S.C. § 3633(a)(2). Because it finds that the addition of the Agreement to the GREP 1 product should allow the product to cover its attributable costs, the Commission finds that the addition of the Agreement to the product should not result in competitive products as a whole being subsidized by market dominant products, in accordance with 39 U.S.C. § 3633(a)(1). Similarly, it finds the addition of the Agreement to the GREP 1 product is unlikely to prevent competitive products as a whole from contributing an appropriate share of institutional costs, consistent with 39 U.S.C. § 3633(a)(3). Accordingly, a preliminary review of the Agreement indicates it is consistent with section 3633(a). The Commission will review the Agreement's cost coverage, the cost coverage of the GREP 1 product, and the contribution of competitive products as a whole to the Postal Service's institutional costs in the ACD to ensure that they continue to comply with 39 U.S.C. § 3633(a).

*Other considerations.* The contract is set to expire one year from the effective date or the last day of the month that falls one year from the effective date, whichever is later. Notice, Attachment B at 2.

The Postal Service shall promptly notify the Commission of the effective date of the Agreement. If the Agreement is terminated prior to the scheduled expiration date, the Postal Service shall promptly file notice of such termination with the Commission in this docket.

## V. ORDERING PARAGRAPHS

*It is ordered:*

1. The Agreement filed in Docket No. CP2015-59 is included within the Global Reseller Expedited Package Contracts 1 (MC2010-21) product. The revision to

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<sup>6</sup> Fiscal Year 2014 Annual Compliance Determination Report, March 27, 2015, at 71, 76-82.

the Mail Classification Schedule appears below the signature of this Order and is effective immediately.

2. The Postal Service shall promptly notify the Commission of the effective date of the Agreement.
3. The Postal Service shall promptly file notice of the Agreement's termination with the Commission in this docket if the Agreement is terminated prior to the scheduled expiration date.

By the Commission.

Shoshana M. Grove  
Secretary

## CHANGES TO THE MAIL CLASSIFICATION SCHEDULE

The following material represents a change to the Mail Classification Schedule. The Commission uses two main conventions when making changes to the Mail Classification Schedule. New text is underlined. Deleted text is struck through.

### **Part B—Competitive Products**

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#### **2500                    Negotiated Service Agreements**

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#### **2510                    Outbound International**

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#### **2510.7                Global Reseller Expedited Package Contracts**

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#### **2510.7.6            Products Included in Group (Agreements)**

Each product is followed by a list of agreements included within that product.

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- Global Reseller Expedited Package Services 1  
*Baseline Reference*  
Docket Nos. MC2010-21 and CP2010-36  
PRC Order No. 445, April 22, 2010  
*Included Agreements*

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CP2015-59, expires April 30, 2016

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